

## ORGANIZATION:

Continental Ballet Company

### General Information

In approximately 100 words, please explain what your organization does and how it served the community in your most recently completed Fiscal Year.

Continental Ballet Company has both a professional performing company and a ballet school. Our professional dancers are compensated on a weekly basis and perform an average of twenty performances each season. Our ballet school offers daily classes at the Center for the Arts for students as young as three years old - all the way through adult classes.

How many performances did your group do in your most recently completed Fiscal Year?

22

How many people attended performances by your group last year?

14,721

### Income Information

Performance Fees (i.e. fees paid to hire your group)

\$20,000

Membership Fees/Dues

n/a

Class Tuition

\$39,759

Admissions/Ticket Sales

\$41,740

Other earned Income including net revenue from fundraisers (list below, or attach list)

1) Silent Auction

\$1,013

2) Nuts for Nutcracker, Pie sales

\$2,287.23

3) Costume sales

\$2,175.77

Sub-total Earned Income

\$106,975

City of Bloomington Funding

\$51,000

Individual Contributions

\$2,574

Corporations, Foundations & Businesses

\$17,168

Government (non-Bloomington only)

\$6,699

Sub-total Grants & Contributions

\$77,441

Total Income: (Earned Income + Grants & Contributions)

\$184,416



## Expense Information

City of Bloomington Facility Fees	\$6,120.35
Employee Wages/Salaries/Benefits	\$57,944
Contractors and Artist Fees	\$66,408
Materials/Supplies/Equipment	\$9,427
Other Expenses (list below, or attach list)	
1) List attached	\$40,141.65
2)	
3)	
<b>TOTAL EXPENSES</b>	<b>180,041.00</b>

## Budget Information

Net Gain or Loss (Total Income—Total Expenses)	\$4,375
What percent of your budget is spent on administration?	6%
What percent of your budget is spent on fundraising?	2%

## Additional Notes

If necessary, include additional information needed to clarify specific line items in this report in the space provided below.

The number of people attending our performances was greatly increased due to an invitation from a local church to perform excerpts from the Nutcracker as a part of their annual holiday program. We performed five times to a packed audience of 2,500 each time. This was an opportunity for us to reach people who might not visit the Bloomington Center for the Arts and who might not otherwise attend the ballet.

Continental Ballet Company  
Other Expenses for Report 7/31/14

Advertising/marketing	\$ 3,682.00
Bank fees	\$ 2,886.00
Dues/subscriptions	\$ 224.00
Fundraising cost of goods sold	\$ 3,171.00
Workers comp	\$ 322.00
Interest	\$ 6,331.00
Office supplies, postage, etc	\$ 7,187.00
Production/Program expenses	\$ 14,124.00
Storage rent	\$ 2,214.65
	\$ 40,141.65